

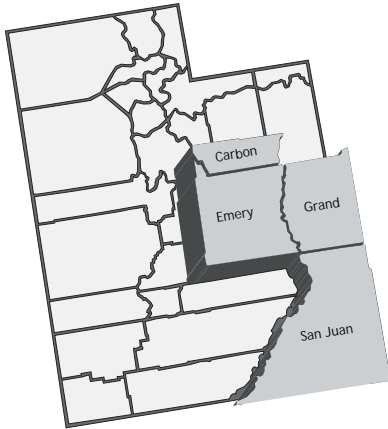
# Workforce News



A quarterly publication of the Department of Workforce Services; issued September 2007

**Southeast Utah: Carbon, Emery, Grand, San Juan**

**jobs.utah.gov**



## Manufacturing in Rural Utah



### Inside:

- ✦ Job growth slows in Carbon County
- ✦ Tourism keeping Grand County's economy strong
- ✦ Diverse growth in San Juan County



Contact the author, your regional economist, with any questions on content:

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**M**anufacturing employment has often been advocated as a needed spark to generate economic growth in Utah's rural counties. However, as is often the case, theory and reality in this case have frequently clashed. While manufacturing jobs are higher paying and skill-intensive, both attractive attributes to a rural economy, they can't simply be willed into existence. Compared with tourism-related industries where you are the product and the consumer comes to you, manufacturing in a rural area has much steeper demands in terms of infrastructure and relative costs. With a much lower economic density (which limits local customers and suppliers), higher transportation costs, and limited access to labor, rural areas face hurdles that metro areas never have to confront.

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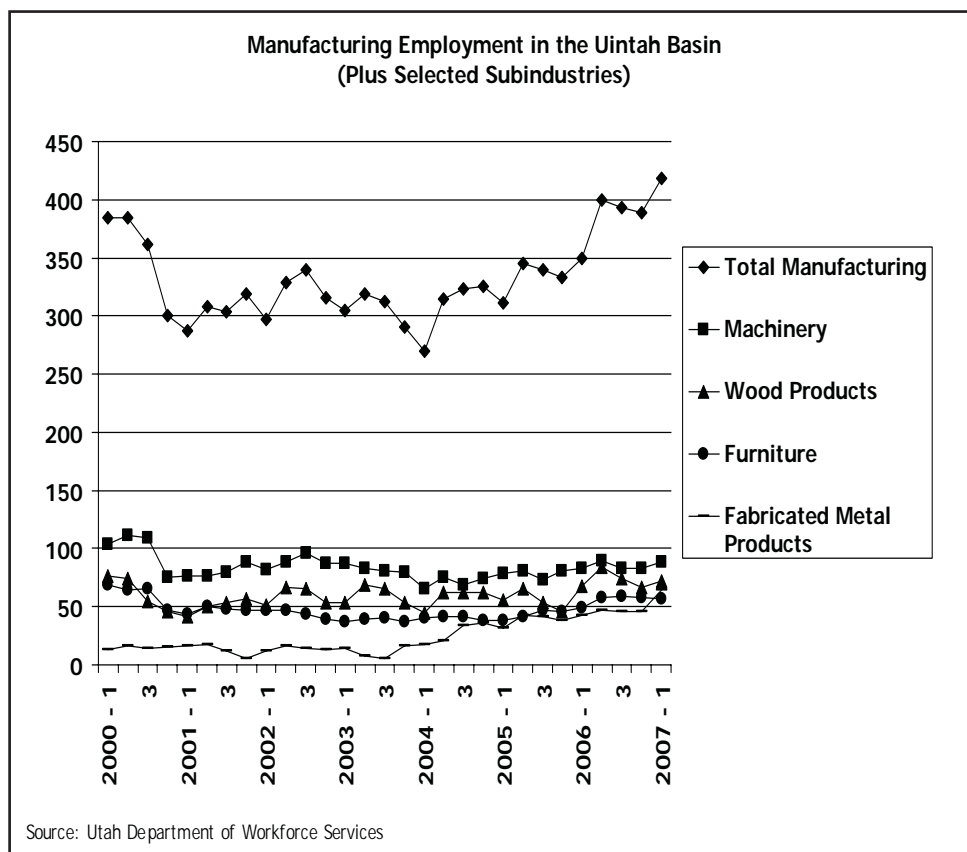
See the wealth of information at our Employer Resource Center Web page: <http://jobs.utah.gov/employer/resource>

# Manufacturing in Rural Utah

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Hurdles aside, manufacturing employment in Utah's southeast has recovered substantially after suffering a significant recession during 2003 and 2004. Perhaps the single largest new addition to the manufacturing portfolio is Lisbon Valley Copper. As has been reported widely in the media, the company has created more than 100 jobs in San Juan County. This is a great example of a firm that manufactures a unique product—in this case, refined copper—that is in high enough demand that the additional costs associated with the firm's rural location can be overcome.

Riding the resurgence of mining activity in the area, machinery and metal manufacturers have added employment in the last two years. These firms spring into bloom when their local customers—mining firms—restart or increase their operations. This is an example of a manufacturer overcoming their area's low economic density by focusing exclusively on supplying a few local customers. While this can be successful, it doesn't insure long-term stability in employment. This goes for most of the area's other manufacturing firms that also work to supply or service the mining industry.



It is easy to see how difficult rural manufacturing is when we look at employment data over time. Even after pushing various rural manufacturing proposals to one extent or another, the results on the ground have been few and far between. This is not meant to place a nail in the coffin for manufacturing in the region. Rather, policymakers seeking to develop the economies of rural Utah must take stock of past experience and the economic realities on the ground when considering their programs.

## Check it Out

**New** wage data just released. Just log in to:  
[jobs.utah.gov/wi](http://jobs.utah.gov/wi)  
 and, in the left column, click on Income and Wages.

## Eastern Region Business Services News

jobs.utah.gov

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**Resources****Child Care Resource & Referral** 801-355-4847  
jobs.utah.gov/opencms/occ 866-438-4847**Labor Market Info**

Michael Hanni, economist 801-526-9403

**New Hire Reporting**

jobs.utah.gov/newhire 801-526-4361

**Pre-Layoff Assistance**801-526-4312  
jobs.utah.gov/employer/business/prelayoff.asp**UI Tax General Information**800-222-2857  
jobs.utah.gov/ui**DOL Wage/Hour Div.**

801-524-5706

**Utah Labor Commission**

laborcommission.utah.gov 801-530-6801

**State Council on Workforce Services** 801-468-0095

jobs.utah.gov/edo/statecouncil/

**Employer Tax Credit**801-526-9480  
jobs.utah.gov/employer/Business/wotc.asp**Employer 101: Labor Law Training**

jobs.utah.gov/edo/laborlaw

***Learn How to Sell to Government, Military***

As a businessperson, would you like to sell to a customer whose checks are always good? Of course, what company wouldn't! The government and military are ideal customers for Utah companies. Unfortunately, there is a common misconception among many local businesses that selling to the government or military is too difficult and is not worth their time.

If your company sells a product or service to the general population, it is very likely that your same product or service can be sold to the government or military. From engineering, environmental remediation and asphalt services to paper products, aircraft engine parts and high technology support, the Procurement Technical Assistance Center (PTAC) will assist your company in becoming an approved supplier.

Although selling to federal, state and local governments or the military can be complicated, it can also be an avenue of growth for nearly any Utah business. Utah companies are currently selling \$1.9 billion per year in government and military contracts. The potential to add in excess of \$3 billion per year more in sales may be open to any qualifying Utah company.

The Governor's Office of Economic Development invites you to attend the **2<sup>nd</sup> Annual Utah Procurement Symposium** at the South Towne Expo Center, 9575 S. State Street, Sandy, Utah on October 18, 2007 from 7:45 a.m. to 4 p.m.

Training in breakout sessions will be conducted by individuals and panels who will teach Utah company representatives how to market themselves to prime contractors and government agencies, while sharing the successes that are possible for those companies who want to expand their business base. Sponsor exhibits and assistance will be available from the financial community, interested businesses, small business associations, economic development offices, chambers of commerce, as well as military contractors and government offices.

If you want your company to grow in this market you need to register now!

**Cost:** \$50/person for the 1<sup>st</sup> person and \$35/ additional registration from the same company. Fee includes a continental breakfast, lunch, and all the training sessions, exhibits and materials. Registration is available online at [www.goed.utah.gov/PTAC](http://www.goed.utah.gov/PTAC). For further information contact Myrna Hill at 538-8775 or email: [myrna.hill@utah.gov](mailto:myrna.hill@utah.gov).

## Upcoming Events / Seminars

For information about upcoming DWS seminars and workshops, please contact the office nearest you, or <http://jobs.utah.gov/employer/business/workshops.asp>

### **Castle Country Economic Summit**

September 19-September 21, 2007  
Exhibit Center Carbon County Fairgrounds  
393 S Fairgrounds Rd, Price, Utah

The Emery County Economic Development Council and the Carbon County Economic Development Group will host the 4th Annual Castle Country Economic Summit, September 19 - 21 at the Carbon County Fairgrounds. Many exciting events are planned including classes that offer the opportunity to receive accreditation, informative breakout sessions, our famous dinner and entertainment at the Castle Valley Ranch and North Spring Shooting Range. Don't miss this opportunity to network with local business owners and customers. For information and on-line registration visit Emery County Web Page, visit [www.emerycounty.com](http://www.emerycounty.com).

### **Sales and Use Tax Workshop**

October 9, 2007  
8:30 am-3:30 pm  
Moab Employment Center 457 Kane Creek Blvd  
Moab, Utah  
Contact Lisa Roman, DWS, at [lroman@utah.gov](mailto:lroman@utah.gov) or (435) 719-2633 for reservations Moab, Utah.

### **Small Business Employer/ Withholding Workshop**

October 10, 2007  
8:30 am-3:30 pm  
Moab Employment Center 457 Kane Creek Blvd  
Moab, Utah  
Contact Lisa Roman, DWS, at [lroman@utah.gov](mailto:lroman@utah.gov) or (435) 719-2633 for reservations Moab, Utah.

Continuing Education credits are available for CPAs. For more information, see the Tax Commission Web site at <http://tax.utah.gov/training/workshops.html#withholding>.

### **Business Symposium**

October 16, 2007  
Western Park Convention Center  
302 E 200 South  
Vernal, Utah

The Vernal Area Chamber of Commerce will host the annual Business Symposium on October 16, at Western Park Convention Center. Attend presentations and workshops that will enhance your business and personal skills. Rulon Gardner, 2000 Olympic Gold Medal Wrestler, will be this year's keynote speaker. Call the Vernal Area Chamber of Commerce, 435-789-1352, for information.

### **3rd Annual San Juan Business Expo**

February 7, 2008  
Blanding Arts and Events Center  
715 W 200 South, Blanding, Utah

It is not too early to mark your calendars and reserve a booth for the 3rd Annual San Juan Business Expo that will take place February 7th in the Blanding Arts and Events Center. This year's keynote speaker will be George Wright speaking on "Will it Blend? Innovative Marketing Techniques in a New Era." This edgy marketing campaign has generated excitement that has resulted in appearances on the Today Show, iVillage live, multiple local media show across the country as well as articles in the NY Times, Forbes, and Newsweek. "Will it Blend?" marketing campaign has been seen by tens of millions of viewers worldwide, and the numbers continue to build. Don't miss this high energy, entertaining method to tap into the on-line video revolution. that has harnessed the power of personal video websites like YouTube and Revver to deliver unprecedented success in viral marketing.

For further information contact, Tim Chamberlain, DWS, [tchamber@utah.gov](mailto:tchamber@utah.gov) or 435 678-1403

Reminder: The most current employment and wage posters are always available at:  
<http://jobs.utah.gov/employer/resource/posters.asp>

# County News

**Carbon County:** Year-over job growth slowed significantly in the first quarter of 2007. Compared with the same quarter last year, the county only added 39 jobs—or growth of 0.4 percent. While the growth rate slumped in the quarter, the situation is not grave. Much of the employment losses were centered in just a couple of areas. For example, a layoff at a local firm caused the loss of nearly 90 jobs. Offsetting these losses, construction, mining, and accommodations all added significant employment. Construction, in particular, grew strongly, adding nearly 70 jobs over the past year.

**Emery County:** The first quarter of 2007 saw a fairly significant cooling of Emery County's economy, in terms of job growth. Compared with the same quarter in 2006, the number of jobs was up only 0.7 percent. The main factor for this lackluster job growth can be attributed to the temporary closure of several local mines, which has been widely reported in the media. Without this layoff, the county's economy actually fared quite well, adding jobs in construction and administrative support services.

**Grand County:** Grand County celebrated a strong first quarter of 2007 with year-over job growth hitting 6.7 percent. While most industries in the county added some jobs, the main catalyst for this quarter's strong growth figure is a large increase in tourism-related employment. Accommodations, food services, and retail trade added more than 150 jobs over last year. The county's tourism industry appears to be alive and well even in the face of an extremely tight labor market.

**San Juan County:** Year-over job growth in San Juan County was very positive in the first quarter of 2007. Compared with the same quarter last year, the number of jobs in the county grew by 123, or an increase of 3.2 percent. Contrary to previous quarters, no single industry played a dominant role in the quarter, with employment growing throughout the economy. Commercial building construction, uranium mining, administrative support services, and accommodations all posted solid gains. Only manufacturing and local government—namely elementary and secondary education—saw notable declines.

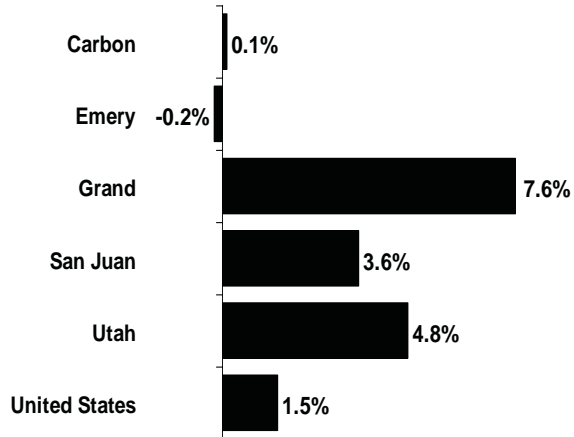
## What's Up?

- ✧ XTO Energy is set to acquire Dominion's exploratory division. This deal is to include all of Dominion's production and exploration operations, which includes some gas wells on the Wasatch Plateau. The deal is valued at \$2.5 billion dollars.  
- *Emery County Progress*, July 3<sup>rd</sup> 2007
- ✧ The House of Representatives approved nearly \$24 million—and a tougher deadline—for the Energy Department to clean up a pile of radioactive waste near the Colorado River outside Moab. The new language in the legislation requires the cleanup to be finished by 2019 instead of a 2028 deadline proposed by the Energy Department. Two multimillion-dollar contracts have already been awarded for work on the site.  
- *Deseret News*, June 21<sup>st</sup> 2007
- ✧ Houston-based Russell Industries Inc. announced that it has acquired American Uranium Mining Co. The deal means that the company now owns 68 uranium-mining claims in the Bridger Jack section of San Juan County.  
- *Deseret News*, June 20<sup>th</sup> 2007

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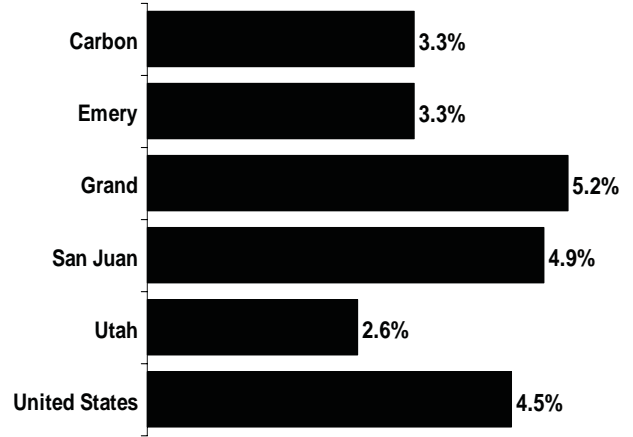
**jobs.utah.gov**

**Year-over Change in Nonfarm Jobs  
March 2006 to March 2007**



Source: Utah Dept. of Workforce Services; U.S. Bureau of Labor Statistics.

**Seasonally Adjusted Unemployment Rate  
June 2007**



Source: Utah Dept. of Workforce Services; U.S. Bureau of Labor Statistics.

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